

To: Schwalm, S
From: Campbell, Judy
Posted: 4/8/98 14:44
Opened: 4/9/98 12:03
Subject: McLANE NE / SALEM TEAR TAPE

HI SHARON,

ATTACHED ARE THE CHAIN SPREADSHEETS FOR THE MAY AND JUNE SALEM DISTRIBUTIONS BASED ON TEMPLATES WHICH WERE GENERATED BY W/SALEM.

THINGS TO NOTE:

1. EACH FILE CONTAINS A SEPARATE WORKSHEET FOR EACH BRAND STYLE WITH DIFFERENT QUANTITIES FOR EACH.
2. CHAINS THAT MAY RESULT IN EXCESS SALEM PRODUCT:
 - * A-PLUS QUANTITIES SEEM REALLY LARGE!
 - * COASTAL MART - L. MacWILLIAMS HAS ADVISED THIS CHAIN MIGHT 'DROP OFF'
 - * COUNTRY FAIR'S QUANTITIES SEEM REALLY LARGE!
 - * 7-11/HANDEE MARTS - WAITING TO HEAR IF THIS CHAIN 'DROPS OFF' ALL VAP!
3. ADDITIONALLY, JUNE SALEM TEMPLATE INCLUDED ALL SAM'S CLUB QUANTITIES IN OUR TEMPLATE - (APPROXIMATELY 1200 TOTAL CARTONS)!!!!
I HAVE CONTACTED MARION SMITH IN WINSTON-SALEM FOR CLARIFICATION - BUT NO RESPONSE TO DATE.

JUNE SALEM ORDERS CANNOT BE PLACED UNTIL 5/4/98.

MAY McLANE CUSTOMER LITTER WILL BE FORWARDED SOMETIME NEXT WEEK.

CC: MacWilliams, Lori

51856 9859

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)

MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)

RETAIL DISTRIBUTION DATE: 5/11/98

NUMBER OF DISPLAYS PER GROUP PER STATE

CHAIN NAME	NO. OF STORES	# CARTONS TO SH'P TO EACH ACCOUNT	TOTAL # CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE											
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	PA	RI	
A-PLUS/ SUNOCO	319	See List	654	1	3	36			2	25	136			447	4
COASTAL MART	23	See List	84							53				31	
COOKS CONVENIENT	6	See List	13								13				
COUNTRY FAIR	71	See List	279								10	23		246	
EXPRESS MART	44	2	88								88				
J MART	8	1	8								8				
KRAUSZERS	6	See List	15	15											
MANLEYS	12	See List	12								12				
MOBIL / ON THE RUN	33	See List	49	4							42				3
7/11 - HANDEE MART	26	See List	103									1	43	59	
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	4			8	13			9	
TOTALS	572		1344	22	3	38	4	0	2	86	322	24	43	792	7

[illegible]

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)

JUNE: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#806)

RETAIL DISTRIBUTION DATE: 6/8/98

RETAIL DISTRIBUTION DATE: 6/8/98				NUMBER OF DISPLAYS PER GROUP PER STATE											
CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL # CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE											
				CT	DE	MA	MD	MI	NH	NJ	NY	OH	PA	RI	
A-PLUS/ SUNOCO	319	See List	619	1	1	36			2	26	151			398	4
COASTAL MART	23	See List	84							53				31	
COOKS CONVENIENT	6	See List	13								13				
COUNTRY FAIR	71	See List	279								10	23		246	
EXPRESS MART	44	2	88								88				
J MART	7	1	7								7				
KRAUSZERS	6	See List	15	15											
MANLEYS	12	See List	12								12				
MOBIL / ON THE RUN	33	See List	53	4							46				3
7/11 - HANDEE MART	26	See List	103									1	43	59	
SAM'S CLUBS	17	See List	284					284							
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	5			7	14			9	
TOTALS	588		1596	22	1	38	5	284	2	86	341	24	43	743	7



0